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# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

**FEBRUARY 1, 1936**



**Taxus Cuspidata**

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**Ohio Nurserymen's Conference  
Native Plants for the Garden  
Reports of Annual Conventions**

# AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

F. R. KILNER, Editor

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of nursery associations.

## SHORT COURSE REPORT.

While several pages of this issue are devoted to a report of the nurserymen's conference, or short course, at Ohio State University, the space allotted is still too little to present the great amount of valuable information made available in three days of talks and discussions. These have been condensed so that the summaries here give the important facts and advice which readers may find helpful in their own work. Indeed, the reports consist of a series of summaries, the topic of each indicated in the sub-head.

After scanning these topics and reading the summaries of interest to you, if fuller information or further data are desired, write the editor. Some of these talks will be published at greater length in these columns in subsequent issues. In case that is not possible, articles may be secured on the subjects in which readers express interest. The editor will be pleased to hear from you.

## CURRENT CONVENTIONS.

This issue, like that preceding and the one to follow, contains many reports of nurserymen's conventions, local, state and regional. These have an interest beyond telling what happened for the benefit of those who could not attend. They narrate the activities in various localities, express the current views in different sections and give nurserymen a wider understanding of what is taking place in the industry.

Progress is more rapid when the

## The Mirror of the Trade

efforts of many are united in a given direction. The recognition of that fact is the basis of the urge for revitalization or reorganization of the national association. Individuals as well as organizations can direct their energies to better advantage when they know whither others are tending. One of the prime services of a national trade magazine is to keep all the units in the industry in touch with one another. That is the purpose of these reports. Read them well.

## SOCIAL SECURITY TAXES.

In view of the exemption of agricultural labor from taxation under the federal social security act, there is question in the minds of nurserymen to what extent they will be required to pay the tax or to keep records in regard to employees.

Though diligent efforts have been made by officers of the A. A. N. to obtain a ruling on the subject, from the internal revenue bureau or the social security board, thus far none has been secured.

Because of the decision that nurserymen came under the A. A. A., rather than under the N. R. A., when a national code and a marketing agreement were planned two years back, it would seem reasonable that they be given an agricultural classification under the social security act also. But while taxes rank with death in certainty, no one feels he can count to the same extent on the rulings and regulations under which taxes are collected. So the trade must await a decision in this regard before embarking on a permanent course.

In regard to other taxes, the procedure in the internal revenue bureau has been to impose an assessment, and then let the taxpayer endeavor to prove that he is not properly assessed. If that procedure is followed under the social security act, it may be as much as two years before a ruling is obtained, because the first tax payment is not due until January 31, 1937. It may be necessary to take a case into court to reach a decision, and that will require more time. Remember that the processing taxes were on the statute books for more than two years before a final adjudication was secured recently.

So, in the meantime, nurserymen should keep records as to employees and employment, so that there may be no question as to the exact amount of their tax liability, if the tax is imposed on them. These records should include the full name, home address, place of employment, date and place of birth, marital status, time worked, wage rate, remuneration and allowances.

For its consummation, the federal social security act calls for the enactment of state legislation. About a dozen states have passed such acts, and others have bills under consideration. As soon as possible, nurserymen should familiarize themselves with the requirements and regulations in their respective states.

## TAXUS CUSPIDATA.

It is rare that one sees such a fine specimen of *Taxus cuspidata*, the Japanese yew, as the one illustrated on the front cover. This beautiful plant is growing in the Arnold arboretum, Jamaica Plain, near Boston, Mass. Although most nursery catalogues give the maximum height of this fine evergreen as five to ten feet, Rehder places the mature height at about fifty feet. The accompanying illustration indicates that the plant certainly exceeds ten feet.

Of course, this yew is of slow growth and in many situations will never attain the maximum height. Furthermore, the plants stand shearing well, so that they can be maintained at any desired size. Because of these characteristics, the Japanese yew makes a wonderful, rich, long-lasting hedge.

However, small specimens are frequently planted in too confined an area, too close to the foundation or too close to walks, where it is impossible for the plants to develop properly. In many of these cases, it would be better to use the dwarf form of this yew, *T. cuspidata nana* (*brevifolia*).

The *taxus* thrives both in sun and shade, but in the middle west it is best to plant it where there is some protection from the midday sun. This yew grows splendidly on the north side of buildings and in such a situation pre-

(Concluded on page 9.)

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VOL. LXIII

FEBRUARY 1, 1936

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## Ohio Nurserymen's Conference

*Many Valuable Talks Presented in Three Days of "School"  
Attended by Trade at Ohio State University Last Week*

Notwithstanding the fact that the mercury hovered near the zero mark throughout the duration of the school, the attendance at the seventh annual nurserymen's and landscape gardeners' conference at Ohio State University, Columbus, January 21 to 23, was equal to that of last year, when the temperature was considerably higher. Over 100 members of the trade were present.

### Nursery Practices.

Prof. L. C. Chadwick officially opened the school with a pointed discussion of "New Nursery Practices," in which the more recent developments concerning the propagation, culture and sale of plant materials were discussed and a number of the newer and more satisfactory varieties of shrubs and trees were described in some detail.

Soy beans were advised as a green manure crop to improve the condition of the soil before setting out plants; the most value is obtained by plowing this crop under when the beans are half developed in the pods.

A paraffin emulsion was said to be of definite value in treating many plants which either transplant with difficulty or else are slow in taking hold after being moved.

In combating pin oak chlorosis, the best results have been obtained by being sure the soil is acid in reaction and kept so by the addition of sulphur and ferrous sulphate each at the rate of one-half pound per each inch of diameter of the tree.

Among the more recently introduced plants worthy of trial were mentioned: *Evonymus Maackii*, *For-*

*sythia ovata*; *Physocarpus amurensis*, *Syringa oblata* and *Stranvæsia Davidiana*. *Callicarpa Giraldiviana*, *Deutzia parviflora*, *Ilex cornuta*, *Ilex fujianensis* and *Caryopteris tangutica* were suggested as valuable in the section extending from Columbus southward. A complete list of new and worthy vines; ground covers; low, small, medium and large shrubs, and small, medium and tall trees was given to those in attendance.

### Plant Growth.

"Plant Habits and Their Requirements for Growth" was discussed by G. H. Poesch, of the university. With the aid of illustrated slides, he showed the various tissues and organisms which go to make up the root, stem and leaf and discussed their function and the influence of soils, moisture, day length, cultural practices, diseases and insects, environmental factors, etc., on the efficiency of those tissues.

The process of photosynthesis was described, and it was stated that ten per cent of the food manufactured by that process is used up in respiration and ninety per cent is stored—eighty-one per cent aboveground and nine per cent in the roots. The height of the water table and the type of soil materially affect the type of root system, as does the general vigor of the tree. Most tree roots are located in the upper twelve inches of the soil.

Regarding nutrient deficiencies, it was mentioned that if the general color of foliage is a light green, a deficiency of nitrogen might be the cause, whereas trees and shrubs grow-

ing on a potash-deficient soil have a tendency to show a slight scorching around the outer edge of their leaves. On the other hand, overfeeding is to be avoided, since a tree fed with a large quantity of nitrogen fertilizer might produce an excessive top growth and be more subject to wind and storm damage.

### Oriental Poppies.

H. T. Beckmann, of the Auglaize Gardens, Van Wert, opened the afternoon session with interesting information concerning oriental poppies, from his personal experience with them. Cuttings one and one-half inches long are taken from the middle to the end of August, put in bunches of twenty-five and placed in sand and peat till top growth starts. Then the cuttings are potted separately and carried in coldframes over winter and set out in the open field as soon as possible in the spring. Only 2-year-old, field-grown plants are offered for sale, as these are much more nearly fool-proof, and the plants can be checked for trueness to variety. The plants are set two inches deep, and one or two inches more soil is thrown over the top of the plants in the late fall to prevent winter injury.

Lulu A. Neeley was mentioned as the best red poppy, its only fault being that its flower is not so large as some others. Other red varieties mentioned as satisfactory included *Wurtembergia*, *Trilby*, *Cavalier*, *Australia*, *Beacon Flame*, *Mandarin*, *Flinders*, *Proserpine* and *Empress of India*. Among the leading pinks mentioned were Mrs. Perry, Edna Perry,



Jeannie Mawson, Echo, Sass Pink, Watteau, Mary Jane Miller, Purity and June Delight. Among the outstanding orange and yellow varieties were Gold of Ophir; Flashy Glow and Orange Prince. White flowers included Perry's White, Perry's Blush, light pink to white, and Silver Queen. Enchantress, lilac pink; Wunderkind, rose, and Mahogany and Harmony, deep rose, were others mentioned as worth while.

#### Landscaping Pointers.

Donald Bushey, of the floriculture division, gave an illustrated talk on "The Development of Small Home Grounds." He first told of the value of looking at the layout of the home grounds in much the same manner as an architect considers the layout of a house plan; that is, every portion should have a definite relationship to every other section, and there should be no entirely isolated areas which do not lead to another area farther on.

The use of shrubs to frame desirable views and to screen undesirable ones was mentioned. The use of pools, rock walls and rock gardens was also mentioned, with particular stress being laid on the necessity for having them present a natural, rather than an artificial, appearance.

#### Fertilization Data.

In his discussion of "The Fertilization of Ornamental Plants," Prof. Alex Laurie discussed soil acidity, organic matter, types of fertilizers and their application and results of a tree-fertilization experiment on elms which has been under way at the university for several years. Important points of his talk included: Most ornamental plants do best on a slightly acid soil. Soil should be tested frequently; if it is too acid, lime should be added, while if it is too alkaline, either sulphur or aluminum sulphate can be applied. The principal value of manure is its water-holding capacity and the aëration supplied. In most instances in this section where only a nitrogenous fertilizer is wanted, ammonium sulphate is the most satisfactory form to apply; among phosphate fertilizers, superphosphate is outstanding, while among potassium fertilizers, either muriate or sulphate of potash is satisfactory. The great number of advertised complete fertilizers are, for the most part, satisfactory.

Professor Laurie also explained the method of home preparation of fertilizers and advised the use of at least two ingredients to make up the nitrogen content. From tests at the university, sponsored by the floriculture division over a period of several years, it has been shown that in the case of elms it is just as satisfactory to apply fertilizers in the fall, provided it is done late, so that root action is not stimulated into growth.

#### Soil Management.

Dr. E. E. Barnes, of the experiment station, Wooster, speaking on "Soil Management," stressed the effect of texture, structure, reaction, age, drainage and tilth of soils on their value. The reaction of a soil affects the growth of plants directly and also affects the intake of fertilizers and bacterial action. There are really two forms of organic matter—one that may be spoken of as old organic matter, which is much a part of the soil, while the other form is made up of residues of recently grown crops; the latter form can be used up. It is easier to maintain a good tilth if a soil has a large quantity of the older form of organic matter, but the latter has little effect on fertility.

The continued application of monovalent fertilizers, such as sodium nitrate, may result in the soil's being saturated with excess injurious salts. If it is desired to make a soil more acid with the application of either aluminum sulphate or fine sulphur, it should be applied in small quantities or else the soil will become too acid for a limited time. Soils high in organic matter are more resistant to a change in reaction either by the addition of lime or sulphur, depending on whether a more alkaline or acid condition is wanted.

Brief mention was made of the work being done in the formation of a federal nursery at Zanesville to supply plants for soil-erosion projects in this section.

#### Garden Lighting.

A comparatively new field, that of "Garden Lighting," was discussed by W. M. Potter, of the General Electric Co., Cleveland, in the evening. He stated that every garden presents new and interesting problems in lighting. Warning was given against attempting to overdo the matter of illumination. The fixtures used for throwing out the light should be carefully con-

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cealed in shrubbery, beneath stone ledges, in accessories, etc. A series of low-wattage bulbs, down to ten watts, was recommended as more satisfying than higher-wattage lamps, though for major features, about 100 watts is advised. For the lighting of pools, the use of two watts per square foot of pool surface was advised, while the amount used to light the average garden in various installations observed was 800 watts, though many were attractively lighted on much less power. For the main line coming into the garden, a twin-conductor, nonmetallic parkway cable, brought up to outlet boxes at various places in the garden, was suggested.

#### Plant Groups.

Victor Ries, of the university, presented an interesting study of "Plant Groups," in which he stressed the proper combination of plants in the garden. Plants were classified as those of a formal nature, which are definite in shape, closely branched and compact, and those of an informal character, which have no such a set growth habit. The type and size of house, the layout of the grounds and the present plants on the property have considerable to do with which type plants are to be used.

There is seldom an excuse for the use of formal plants around a garage. Informal and formal plants should not be used together unless the latter are used as accent plants on rare occasions. Plants having similar foliage should be used together, unless a plant with conspicuous foliage is wanted as an accent. The type, color and season of bloom and fruit should also determine, to a lesser extent, which plants are to be used together.

#### Propagation Discussions.

The morning session January 22 was opened with a discussion on "Propagation of Woody Plants," with Professor Chadwick as discussion leader. The first speaker on the subject of "Seeds" was Ed. M. Jenkins, Winona, who gave his personal experiences with shrub and tree seeds. These valuable first-hand comments will be published in full in *The American Nurseryman*.

Tom Kyle, of the Bohlender Nurseries Co., Tippecanoe City, told of his experiences with seeds. *Rosa rubiginosa* and *R. setigera* are cleaned and sown in the fall, as is also *ampelopsis*. *Celastrus* is collected and



sown without removing the pulp in the fall. Clematis is stratified and sown in the spring. Buddleia seeds are sown in the greenhouse during the late fall. Acer Ginnala, mahonia, Malus ionensis, American ash, ginkgo, gleditsia, oak, tilia, shepherdia, calycanthus, cornus, crataegus, lilacs, benzoin, ligustrums, rhamnus, rhodotypos, rhus, Osage orange, American filbert and cercidiphyllum can also be sown in the fall if collected early enough. Prunus yedoensis, Rosa multiflora, amorphia, Japanese maple and taxus seeds are mostly stratified till spring, while the thuja and pine seeds are stored dry over winter.

William Gunesch, of the university floriculture division, described experiments in rooting Rhododendron Cunningham's White, a variety that is tolerant to alkaline soil conditions, so that other forms can be grafted on it. Results so far indicate that a mixture of sand and peat is a satisfactory medium and that cuttings treated with a sugar solution, one ounce to one quart of water, or with potassium permanganate, one ounce to five gallons of water, give better results than untreated cuttings. This year's tests include the taking of several types of wood and the use of slightly acid sand as a medium; from all indications, a still better percentage of rooting will be secured from the cuttings now in the sand.

### Grafting.

"Propagation by Grafting" was discussed by Howard Burton, of the Hill Top Nurseries, Casttown. Among the many timely pointers given were the following: For best results in grafting, have stock and scion in the best possible condition—this is more important to success than even heat, light and humidity. After potting, keep the stock cool at first and then raise the temperature gradually. Do not attempt to graft until root action is noted on the stock. Scions should be taken preferably in temperatures above freezing and kept from drying out. Abies concolor is used as an understock for firs, Norway spruce for the newer varieties, Viburnum Lantana for viburnums, Acer palmatum for all Japanese maple varieties, Canadian hemlock for hemlocks, English oak for its golden, pyramidal and cut-leaf forms; Ginkgo biloba for deciduous ginkgos, Mahonia Aquifolium for mahonias, Japanese barberry for evergreen barberries and Cornus florida

for its types. The 10-year average take on the grafting of all types of ornamentals at the speaker's establishment was stated as being 67.5 per cent. Late grafting gave better results than grafting earlier in the winter.

### Pest Control.

Dr. J. S. Houser, entomologist of the state experiment station, Wooster, was the first speaker on the afternoon program. The following pests of ornamentals were described, along with control measures: Juniper webworm—arsenate of lead, two pounds to fifty gallons of water, plus one and one-quarter pounds of lime-sulphur on May 15. Evergreen bagworm—two pounds of arsenate of lead to fifty gallons of water in early summer. Spruce gall aphid (works on blue, Sitka and Engelmannii types)—light summer oil to 150 gallons of water plus nicotine sulphate. Pine-apple spruce gall (works on white, black, red and Norway species)—dormant oil at the time new growth starts. Red spider—lime-sulphur liquid, one gallon to thirty gallons of water, or else a mixture of one pound of wettable sulphur, one pound of bone glue and twenty gallons of water for evergreens, and one pound of glue and one-half pound of wettable sulphur to ten gallons of water for deciduous material. Elm sawfly leaf miner—nicotine sulphate, one pint, and soap, five pounds, to 100 gallons of water. Rose stem girdler (works on R. rugosa and R. Hugonis, producing swollen areas on the stems beneath which the girdling is done)—no insecticide is completely effective; sanitation practices help considerably. Black vine weevil on taxus—a poison mash around the roots, covered with burlap to prevent drying out and pets from eating the poison. Spruce bud scale—spray with two per cent dormant oil in the spring of the year. Juniper scale—dormant application of oil or lime-sulphur in the spring or a summer spray of nicotine and soap. Evonymus and European elm scales—a dormant oil spray in the spring. For white grubs on lawns, the speaker advised arsenate of lead at the rate of ten pounds per 1,000 square feet, applied dry and watered in well.

### Shade Tree Management.

Professor Laurie offered a timely discussion of "Shade Tree Management," from which the following helpful hints were gleaned: A firm

in this business must have a definite program of selling jobs. Personal solicitation is the best method of advertising, provided stress is laid on the value of trees, on regular fertilization, on spraying, on pruning and on tree surgery to maintain the health and vigor of shade trees. In selecting new trees for planting, consider the branching habit, size and color of foliage, vigor, soil and root system, as well as the species of tree. Whereas elms, maples, apples and plums may be moved either in the spring or fall when dormant, oaks, walnuts, ginkgos and gums are better moved in the spring. Magnolias and birches should be moved preferably when they leaf out in the spring.

Causes of failure include drying of roots, freezing and thawing, lack of pruning (about one-quarter to one-third of the tops should usually be removed for best results) and the hardening of resinous sap in evergreens. Fall fertilization is most satisfactory for shade trees, using either nitrogenous or complete fertilizers at the rate of one-half pound of total nitrogen per inch diameter of the tree.

High-pressure sprayers were specified. The use of a selenium spray, one part to 200 parts, was advised, in addition to Dr. Houser's recommendations, for spider control. The advantages and disadvantages of filling trees were told; in most instances, except where the cavity is a large one near the ground in the main trunk, the speaker advised the open-cavity system, plus a covering of tin carefully nailed on so that as callous tissue forms it will roll out over the edges of the tin and produce practically an air-tight union.

### "Diseases of Ornamentals."

P. E. Tilford, of the experiment station, discussed some of the more prevalent and troublesome "Diseases of Ornamentals" and told of means of prevention and in some cases eradication.

Damping-off can be prevented materially by the use of steam sterilization of the soil or treatment with six per cent formaldehyde dust or seed treatment with red copper oxide dust. Penicillium and hard rots of gladioli are prevented by treating the corms for two hours before planting with mercuric chloride, one ounce to seven and one-half gallons of water. For aster wilt, use resistant varieties. For aster yellows, grow the plants in cloth

houses. For black spot and mildew on roses, use a dust of nine parts of fine sulphur to one part of arsenate of lead and clean up leaves as they fall. For nematodes on peonies, take up roots in the fall and treat them with water heated to 100 degrees Fahrenheit for fifteen to twenty minutes and then at 120 degrees for a similar period. For leaf spot on irises, cut off and burn the tops in fall. For tulip fire disease, remove and burn tops. For white pine blister rust, destroy gooseberries and currants in the vicinity, which serve as alternate hosts of the disease. For cedar apple rust, cut down apples, pears and hawthorns in the vicinity; spray infested cedars with colloidal sulphur. For Dutch elm disease, send branches of trees believed infested to the state experiment station.

### New Fruits.

Dr. J. H. Gourley, head of the horticulture department at the university, presented an interesting discussion of some of the "Newer Fruits," as well as some of the old-time reliable sorts. In peaches, the varieties Carman, South Haven, Elberta, J. H. Hale, Belle of Georgia and Champion, as well as the newer Golden Jubilee, Halehaven and Vedette, were recommended for Ohio conditions. Among plums, Reine Claude, Imperial Epineuse, French Damson, Stanley, Hall and Albion are satisfactory. Among the newer satisfactory apples were mentioned Lodi, Melba, Joyce, Milton, Cortland and Turley. Gorham, Cayuga, Conference and Phelps are outstanding among the newer pears. Fredonia, Ontario, Portland, Sheridan and Brocton are outstanding new grapes. Premier is the leader among strawberries, along with Dorset, Fairfax, Clermont and Catskill. Satisfactory raspberries include Latham, Chief, Newburgh and Taylor among the red; New Logan, Black Beauty, Bristol and Naples among the black, and Potomac and Sodus among the purple.

### Summer Planting.

The afternoon session was concluded with a few remarks by Mr. Deschler, of the W. A. Natorp Co., Cincinnati. He stated his firm has been successful in summer moving. Plants to be transplanted at this season must be handled quickly, shaded constantly to cut down transpiration

on the journey and thoroughly watered immediately after planting. If possible, an almost constant spray of water should be given the foliage for several days after transplanting.

### Water Gardens.

Wednesday evening, a large number of the group braved a temperature of 15 degrees below zero to travel to Campbell Hall auditorium to hear George Pring, superintendent of the Missouri Botanical Garden, St. Louis, deliver an interesting and informative lecture on "Water Gardening." Mr. Pring first stressed the points to be remembered in the building of pools and selecting the plant materials suitable to them. He told of the development and hybridization of many tropical water lilies, among them some for which he himself is responsible, including the only yellow tropical water lily in existence, called St. Louis.

The equipment needed for the hybridization of water lilies was shown, and all the steps were described in detail. In concluding, the speaker told of the methods of propagating tropical water lilies, advising the storage of the small tubers over winter in slightly moist sand in closed containers and potting and starting them up early in the year in a tank of water heated to 70 to 75 degrees. The large number of slides, many in full color, were well received.

### Annuals and Perennials.

The final day's school opened with a discussion period on "Annuals and Perennials," with Gabriel Simon, of the university extension staff, as leader. P. C. Pratt, Painesville, showed the value of obtaining seeds from a reliable firm. Mr. Simon related his experiences with some of the newer annuals and perennials. Among the latter group he recommended Gaillardia Burgundy and G. Tangerine and some of the newer species of boronicum and geum as being worthy of trial.

John Hollenbach, Painesville, discussed the subject from the standpoint of "Propagation," giving most stress to perennials. The grafting of Gypsophila Bristol Fairy was explained thoroughly, it being advised to make scions about four inches long and a low graft. Aconitum, dicentra, trololius and other seeds of a similar nature are sown directly in flats or frames and allowed to remain until

ready to go in the field. Primula, heuchera, iberis, thalictrum, statice and similar seeds of slower-growing varieties are started in January or February. Dicentra cuttings are taken in the early spring and are made two inches to three inches long and rooted in a greenhouse. Double-flowering arabis cuttings are made about the same length, but are taken just before the first frost. Delphinium is best propagated by division in the spring, while pyrethrum may be divided in the late spring or in the fall.

Victor Ries, of the university, followed with an illustrated talk on "Use and Arrangement of Perennials." Among the suggestions given were the following: Flower borders should be five to six feet wide, if possible, to secure the maximum effect. Some of the smaller bulbs, such as Scilla campanulata, crocus and muscari, may be interplanted among perennials to give a prolonged season of bloom. Dianthus plumarius and Hemerocallis flava can be used in connection with naturalistic steps, while around the main steps such items as iberis, daphne, pachysandra, vinca and teucrium are good. For bank covers, the thymes, veronics, Phlox subulata, sedums and echeverias can be used to advantage. Teucrium can be used as a low, sheared hedge. In combining perennials it was advised to place together those which more closely resemble each other in growth habit and foliage character and to avoid a definite color clash of flowers.

### Small Tools.

John Leonard, of A. M. Leonard & Son, Piqua, was next introduced and delivered an informative talk on "Small Tools." For propagation he showed samples of shears for taking cuttings, grafting knives (which should be beveled on one side of the blade only), rubber strips for tying grafts, antiseptic tape for root grafting, budding and general-purpose knives (beveled on both sides), trowels, curved-bladed knives, saws, tree-surgery tools and pruning, lobing and hedge shears.

Mr. Leonard explained that the reason German-made knives and shears are higher-priced is because the duty on knives is 100 to 175 per cent and on shears from sixty to eighty per cent, but as yet few American knives have the quality of steel of the imported ones. He stated that his firm

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# Native Plants of Garden Value

## *Lesser Known Varieties of Native Plants That Are Useful in the Garden Described by C. W. Wood*

We who spend most of our time growing the plants that are now popular in gardens often lose sight of the fact that we have scarcely skimmed the surface of plant life. It would be idle to speculate upon the number of plant species throughout the world, but it is not necessary to go farther than our own dooryard to see that many really good native plants are unknown to gardeners. The matter of introducing new plants to the gardening public has so many angles that there is not space at this time to enter into a discussion of the subject, but it may be observed that the outstanding ones will evidently find their places in horticulture, while those of little merit will always automatically eliminate themselves. There is little likelihood, then, that the introducer of new plants will clutter up the scene with a lot of nondescript material, for these matters adjust themselves by their own weight. All of which leads to the observation that the commercial plant grower owes it to his craft to keep everlastingly at his experiments with new plants, introducing all that his best judgment indicates as worthy of garden space and knowing that any lack of sound judgment he may have is not going permanently to disarrange the horticultural world. With these thoughts in mind, some of the lesser known natives which the writer thinks have garden value will be mentioned.

### **Senecio.**

Of the seventy or more species of senecio native to the American continent north of Mexico, scarcely one is known in gardens. Most of them, to be sure, are too weedy for gardeners, but some, especially some of the alpine forms, are of sufficiently restrained growth to be admitted to the choicest company, and a few, at least, are beautiful ornaments.

Of the lesser known natives, *Senecio Fendleri* is about the best rock garden subject that I have seen. It is an alpine from Colorado and Utah, growing two to three inches high, mostly with pinnatifid leaves that are covered with tufts of wool-like hairs. The flowering period apparently

varies, lasting over two months from June into August in its mountain home, according to botanists, while in my garden it lasted scarcely more than a month. Like most American senecios, the flowers are yellow daisies. It is an easily handled alpine, requiring average moisture, and makes an ideal wall plant.

It is not at all likely that I have had all the good native species and even less likely that the best have come my way. In addition to the foregoing, however, the following have proved themselves of merit: *S. Harboursi*, a little woolly plant from high peaks in Colorado; *S. Porteri*, from the same region except that it is said to climb even higher, and *S. alpicola*, from the highest mountains of Montana, where it is said to grow little more than an inch high, producing its lemon yellow blooms during July. These and many more await the enterprise of some enthusiast to make them known to the gardening world. All may be grown from seeds, which are often slow to germinate and are usually best planted in an outdoor frame in autumn. They may also be endlessly multiplied by division.

### **Polygala.**

There are more than 500 species of polygala, many of them being semitropical in nature and of no use to the grower of hardy plants. Some of these tender ones, particularly some hybrids, such as *P. Dalmaisiana*, are good pot plants in the north, and many gardeners fuss with them indoors and out, neglecting a really handsome hardy one, *P. paucifolia*, while so doing. The latter is especially suited to forms of gardening—rock and wild gardening—now in vogue and, it seems to me, should make a good nursery item, particularly for the neighborhood grower. The manuals tell us this species grows in damp woods and swamps, a fact that usually holds true, though it appears to do equally well on quite dry hillsides and sand dunes, often in full sunshine, in northern Michigan. I find that it gets along with the average amount of moisture in the nursery, once it is established, but it is not

an easy matter to establish collected plants. From personal experience, I should say, however, that it is not so difficult to handle as is generally supposed. In its natural home here, it is almost invariably found in acid soil and apparently needs similar conditions in the garden, though nursery-grown plants, either from seeds or divisions, do well in a neutral medium. It should be remembered, too, that the plant is not easy to move while in active growth. Three forms of the species are usually available from collectors, the rosy purple one being common and the pure white and the violet ones being quite rare.

They may be grown from seeds sown as soon as ripe or stratified over winter. Seeds are, however, rarely available, and it has never been easy for me to get even enough for experimental work. The showy flowers of spring do not produce seeds, so far as I have been able to determine, but they are the natural result of the small, whitish, cleistogamous flowers borne underground along the rootstock later in the season. Increase by means of division is the best method I know at present. Divisions carefully made of the underground rootstock may be grown along in a shaded frame in a soil made up of leaf mold, sphagnum and sand.

### **Ranunculi.**

The genus *ranunculus* contains some of the most difficult plants to manage in the garden, and most of the rare species, which usually means they are from high altitude or high latitude, must be approached by the gardener in a spirit of humility. In other words, the really good ones are usually hard to grow and the easy ones are likely to be weeds. The most perplexing thing, aside from *eritrichium*, that I ever attempted was *Ranunculus glacialis*, an inhabitant of our arctic regions and Greenland, as well as the high Alps of Europe. It is far too difficult to think of as a nursery prospect in the climate of eastern United States. There are a number of other arctic and Rocky mountain species that are too hard for average conditions, and none is really easy,



but I would like to call attention to three westerners that may be made at home in lowland gardens, provided their needs are not forgotten.

*R. adoneus* is a 3-inch to 5-inch buttercup with large yellow flowers, one or two to the stem, and *R. Eschscholtzii* grows from three to eight inches high, also with yellow flowers, one-half inch or more in diameter. Both of these species come from the regions of eternal snows; they must have a wet moraine or similar situation in our gardens and will, I believe, be better for some shade during the hottest part of the day. Neither is for general cultivation, but both should make good items for the specialist. On the other hand, *R. Suksdorfii* is quite easy to manage in a fairly moist soil and might become a nuisance if it was particularly well pleased, though that is not apt to happen in our trying summer climate. It grows up to eight inches in height, producing its bright yellow, bowl-shaped flowers in July. All three may be grown from seeds, preferably sown in autumn in an outdoor frame, for seeds are notoriously slow to germinate. And the latter, at least, may be reproduced from divisions made in early spring.

#### Pentstemon.

Pentstemon is really too big a subject to attempt in the short space left at our disposal, but the two or three species which come to mind as subjects for our present inquiry will be mentioned.

*P. Crandallii* has had close to ten years' trial in my garden and continues to be one of the most satisfying and permanent of the alpine species, growing in grace from year to year and spreading an almost evergreen mantle over rather large areas among the rocks. It blooms early, commencing sometime in early May here in northern Michigan, in various shades of blue, if it is grown from seeds. *P. Davidsonii*, another of the permanent alpine species, is a curious plant, having most of its stems underground, which run out horizontally, rooting at the nodes. It varies much in flower color when grown from seeds, running all the way from pink through shades of red to blue and purple. The stems aboveground are rarely over three or four inches high and carry flowers as large as the visible parts of the plant. Both of these species are best grown from divisions or cuttings from good-colored stock plants.

#### OHIO CONFERENCE.

(Concluded from page 6.)

lists twenty different shapes and weights of spades and nearly as many styles of hoes and rakes.

The proper manner of sharpening knives and pruning shears was shown. In the case of knives, it was advised to use a rotating motion on the beveled side or sides, holding the knife at the proper angle on a good grade of sharpening stone, such as an Arkansas stone, Belgian stone or Carborundum stone. It was also stated that tools should be kept marked, tightened and oiled at all times and that since labor is one of the outstanding items in the overhead of a nursery, the advisability of using the proper tools can be appreciated.

#### Construction Pointers.

Harold Esper, superintendent of grounds at the university, presented a wealth of information in his discussion of "Construction Pointers." He stressed the need for good drainage and foundation, as well as a suitable top layer, for private drives. The kind of material to be used depends on its availability, its appearance, the character of the traffic it must bear and the amount of money available. While short stretches may be made up of any available suitable material, longer stretches and curves should consist of either brick, concrete, Tarmac or some bituminous asphalt, not water-bound. The various types of walks, including gravel, stepping-stone, turf, concrete and brick, were described. A good inexpensive walk can be made by the use of an 8-inch cinder base, tamped firmly, on which a one-inch sand cushion, which must be rolled and leveled before bricks are laid longitudinally, is placed. The cost of the aforementioned walk is about 20 cents per square foot.

Planting costs mentioned included the following, based on figures presented by several nurserymen over the state:

#### EVERGREENS.

(Including labor and supervision.)	
18 to 24-inch.....	\$0.20
2 to 3-foot.....	.30
3 to 4-foot.....	.50
4 to 5-foot.....	.75
5 to 6-foot.....	1.10
6 to 8-foot.....	1.60

#### SHRUBS

2 to 3-foot.....	.10
3 to 4-foot.....	.12
4 to 5-foot.....	.16
5 to 6-foot.....	.20

#### AMERICAN NURSERYMAN

The cost of planting tulips in lots of 100 was quoted as 50 cents and in lots of 1,000, \$4. The laying of a soft flagstone walk, with a cinder base, was mentioned as 50 cents per square foot, while with a mortar base it is 65 to 70 cents per square foot.

#### Lawns.

Dr. Howard B. Sprague, of the New Jersey experiment station, opened the afternoon's program with an interesting discourse on "Lawns." He advised late August or early September sowing as best, with early spring the next best time to sow seeds. Drainage of the land must be taken care of before planting, unless it has natural drainage. Fertilizer, usually of a complete nature, with a high phosphorous content, should be applied before sowing in most instances, with twenty-five to fifty pounds of a 5-10-5 fertilizer per 1,000 square feet worked into the upper ten inches.

The seed mixture should contain predominantly Kentucky blue grass, with a smaller percentage of Chewings' fescue, rye grass and redtop. If the soil is poor, use more fescue, and if rich, more blue grass. Sow at the rate of four pounds per 1,000 square feet. New seedlings should not be mowed closer than one and one-quarter inches and established grass not closer than one inch. If bent grasses are desired, use either Colonial or Velvet strains. On established turfs, apply ten pounds of a 5-10-5 or similar-composition fertilizer, half in the early fall and half in the spring. Rolling is done once or twice in the early spring.

#### Ornamentals.

The concluding talk of the course was a well received one on "New and Useful Woody Ornamental Plants," given by C. R. Runyan, superintendent of the Spring Grove cemetery, Cincinnati. Among broad-leaved evergreens mentioned were *Berberis julianae*, *Eleagnus pungens* reflexa and *Magnolia grandiflora*. Among narrow-leaved evergreens, the following were found to be satisfactory: *Taxus media pyramidalis*, *Torreya nucifera* and *Picea omorika*. Deciduous material spoken of included *Berberis diaphana*, *Callicarpa japonica*, *Crataegus cordata*, *C. nitida*, *C. persistens*, *C. Carrierei*, *Eucommia ulmoides*, *Hamamelis mollis*, *Neillia sinensis*, *Pterostyrax hispida*, *Sophora viciifolia* and *Viburnum Burkwoodii*.

sents a wonderful dark green color. When its attractive red berries ripen in late fall, the contrast is striking. This taxus is extremely hardy, making it adaptable over a wide territory.

Propagation is by cuttings or by seeds sown when ripe or cleaned of their pulp, stored in damp peat or sand and planted in spring. The seeds can be started in the greenhouse in winter, too. Bailey says that cuttings usually produce shrubby rather than arboreous forms.

Chadwick's experiments with cuttings show that those taken in October and November give a higher percentage of rooting in peat, but that cuttings taken in December and February root better in sand. A mixture of peat and sand is not recommended. Furthermore, the roots that develop in peat are much less brittle, so that they break less easily in potting than those produced in sand. Softwood cuttings taken in July root best in peat, too.

#### CHASTE TREES.

The two seldom-seen members of the verberna family, *Vitex Agnus-castus*, the chaste tree, and *Vitex Negundo incisa*, the cut-leaved chaste tree, bloom at their fullest in early September. Both are hardy in the latitude of Chicago, even though their branches usually kill down to the ground each winter. The chaste tree is not a tree at all, but a bushy, extremely aromatic, grayish tomentose shrub, usually less than six feet high in this region. It is distinguished by its 4-angled branches, long-stalked, 5 to 7-parted velvety green leaves with entire margins and long-panicked spikes of deep bluish lilac flowers. The latter are borne in dense, usually sessile clusters and always appear during late August and early September.

*Vitex Negundo incisa*, while supposedly the hardier of the two, is scarcely as showy in bloom as the species just described. Its slender-stalked, lighter lilac flowers appear in quite loose clusters, opening somewhat earlier than those of *V. Agnus-castus*. The finely cut, almost pinnatifid foliage is just as decorative, though, and the general habit of the plant is equally graceful. A slightly acid soil, moist but well drained, is recommended for both species, although they are growing in a dry situation in full sun at the Morton arboretum.

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Ornamental Trees and Shrubs,  
Evergreens, Roses, Perennials, Etc.**

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### For Quick Action—

Your subscribers must be very alert, as we received 9 inquiries yesterday and 17 today from our ad in *The American Nurseryman* of January 15, and every one mentioned your paper. Check is enclosed in payment. Many thanks! —Ernest Haysler, Cloverset Flower Farm, Kansas City, Mo., Jan. 23, 1936.

Our quarter-page advertisement in your issue of January 15 brought many inquiries for our 1936 catalogue of nursery and agricultural supplies. Please insert the ad again in your February 1 issue.—Ross Schupp, American Florists' Supply Co., Chicago, Jan. 27, 1936.

### Advertise in

**AMERICAN NURSERYMAN**

**75% more advertising in this issue than a year ago**

# Form Co-operative

## Members of North Jersey Metropolitan Association Organize State Group to Wholesale Nursery Stock

Nurserymen's Coöperative Association, Inc., was organized at a meeting of the North Jersey Metropolitan Association of Nurserymen held in the courthouse, Paterson, N. J., January 15. The stockholders of the new group met at the same place January 21, adopted by-laws and elected a board of directors.

Heading the coöperative are the following officers, chosen by the directors from among their own group: President, Charles Hess, Mountain View; vice-president, Robert Waidmann, Fort Lee; secretary, Engel Zegers, Clifton; and treasurer, John Van Steyn, Preakness.

The directors are as follows: For one year, John Van Steyn; Gerard Grootendorst, Oakland, and William Halliey, Clifton; for two years, Robert Waidmann; Maarten Snel, Hackensack, and Paul Hoverman, Paramus; for three years, Charles Hess; C. A. Kievit, Hawthorne, and J. A. Sedgewick, Glen Rock. Peter Hofstra was appointed attorney for the association.

### Purpose.

According to the by-laws, the purpose of the organization is "to provide a market and exchange for trees, shrubs and other horticultural products grown by its members and to buy and sell all kinds of horticultural equipment, tools and supplies for its members and to any other person desiring to do business with the association." Present plans are to have the market in operation by March 1, and quarters for it, from which local dealers can obtain nursery stock, are now being arranged for. An inventory of members' facilities and equipment will be taken to determine what stock each can best propagate and supply in quantity for the market.

Membership in the North Jersey Metropolitan Association of Nurserymen is a requirement to become a stockholder in the Coöperative association; only bona fide nurserymen or landscape gardeners may hold stock. Par value of the authorized issue of 12,000 shares of common stock is \$10 per share; the amount of paid-up stock with which business will be begun is \$1,000. Each stockholder is entitled to one vote, and provision is made for an annual meeting the first Tuesday of February.

### Market Need Told.

Formation of the Coöperative association was accomplished under the provisions of an act of the New Jersey legislature that provides for the incorporation and regulation of co-operative agricultural associations, approved in 1924. At a meeting of the North Jersey group December 18, County Agent H. E. Wettyn outlined the need of and a plan for a coöperative market. Later, Charles Hess, president of the North Jersey association, headed a committee which canvassed the thirty-five members to obtain their support for a market. It is anticipated that many of the nursery-

men in Passaic, Bergen and Essex counties will eventually become members.

When the North Jersey group met January 15 at Paterson, adjournment was taken to call a meeting of the Co-operative association. The certificate of incorporation was read and explained by the counselor, after which the members signed up for the shares they wished to purchase. J. A. Sedgewick was named temporary secretary-treasurer at this meeting. Final action was taken by the members January 21, as noted. Another meeting was scheduled for January 27.

### Stockholders.

A list of stockholders follows: J. A. Sedgewick; John Van Steyn; Otto Wirdel, Ridgefield; Maarten Snel; Ernest Steffens, Ridgefield Park; Harry Deverman, Clifton; Robert F. Waidmann; C. A. Kievit; Fred Gobel, Short Hills; Gerard Grootendorst; William Halliey; Otto Bergmann, Paramus; James T. Cox, Oakland; Engel Zegers; Charles Hess; Rolf Sylvan, Montclair; Paul Hoverman, and Gilbert Whitten, Montclair.

### NORTH JERSEY MEETING.

A regular meeting of the North Jersey Metropolitan Association of Nurserymen was held January 15 at the Passaic county courthouse in Paterson, N. J. It was decided to hold another ladies' night; for this occasion the president appointed an entertainment committee of three members.

The secretary was asked to make arrangements for the group to visit the experimental station at New Brunswick. He was further requested to write to Prof. F. Helyar for details on the turf school, February 17 to 21. The meeting was then adjourned.

Immediately afterward a meeting was held to organize Nurserymen's Coöperative Association, Inc. After some discussion it was decided that an individual, in order to be a stockholder in the co-operative market, must be a member of

## AMERICAN NURSERYMAN

the North Jersey association. Peter Hofstra, counsellor, read and explained the different parts of the certificate of incorporation, after which the members signed up for the number of shares they wished to take. J. A. Sedgewick was then elected temporary secretary-treasurer of the coöperative. Permanent officers were named at a meeting January 21. William Halliey, Sec'y.

### NEW YORK ANNUAL MEETING.

The annual meeting of the New York State Nurserymen's Association was held at the Seneca hotel, Rochester, January 15. Fifty members were at the luncheon served in the meeting room at noon, after which the regular order of business was carried out under the direction of President Morris J. Dee.

Dr. A. B. Buchholz, of the state department of agriculture and markets, gave an interesting talk on nursery problems.

Prof. C. J. Hunn, of the college of agriculture, Cornell University, followed with a description of what was being done there in ornamental horticulture.

Dr. H. B. Tukey, of the New York state experiment station, among other things emphasized the need of new varieties of understocks for fruit trees, illustrating his talk with lantern slides. An interesting feature of Dr. Tukey's talk was a display of new varieties of apples.

The following officers were elected for the ensuing year: President, William J. Maloney, Dansville; vice-presidents, Schuyler Smith, Geneva; Philip H. Farber, Rochester; Arthur Christy, Newark, and D. B. Belden, Fredonia; secretary-treasurer, C. J. Maloy, Rochester.

C. J. Maloy, Sec'y.

### LONG ISLAND MEETING.

At the fifth annual meeting of the Long Island Nurserymen's Association, held at the Hotel Huntington, Huntington, N. Y., January 15, the following officers were elected: President, Henry A. Naldrett (reëlected); vice-president, Peter M. Koster; treasurer, Walton Scherer; secretary, G. Clifton Sammis (reëlected); member of the executive committee for three years, George Gart.

Nearly 100 per cent of the members were in attendance. After reports of committees and routine business, plans were discussed for another meeting at

## JEWELL WHOLESALE

68th YEAR of wholesale production for the Trade. \* \* \* GENERAL LINE in the hardy varieties of Trees, Shrubs, Evergreens and Plants. \* \* \* LINING-out stock. \* \* \* LARGE-flowered Clematis.

SEND FOR Jewell's bi-weekly price bulletin; it offers many seasonal and profitable bargains in choice stock for retailing, and liners.

**THE JEWELL NURSERY COMPANY**  
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the Garden City hotel, the first week in March, when the association will be host to members of the Long Island garden clubs and the horticultural society.

President Naldrett gave an inspiring talk, touching on the value of good will and cooperation among nurserymen everywhere for the uplifting and betterment of their industry. He urged that the purchasing public receive the best possible service and honest endeavors on the part of each and every man for satisfactory trade relations.

Among the guests were D. Leslie Scott, president of the Westchester County Association of Retail Nurserymen; P. J. van Melle, secretary of the Allied Retail Nurserymen's Association; Mr. Swift, of the F. & F. Nurseries, representing the New Jersey Association of Nurserymen; H. H. Campbell, director of the Nassau county farm bureau; F. C. Dietz, of the state school of agriculture, Farmingdale, L. I., and Robert Melrose, representing the National Association of Gardeners.

The entertainment given by the famous Keystone quartet was highly commended and a real treat. These men are regular employees of the Pennsylvania railroad.

G. Clifton Sammis, Sec'y.

#### ALLIED ASSOCIATION MEETS.

The Allied Retail Nurserymen's Association, comprising three retail organizations of eastern New York, in annual session at Poughkeepsie, N. Y., January 13, rejected as inadequate the findings of the American joint committee on horticultural nomenclature and adopted two books as official references in the naming of plants. A resolution adopted at the meeting, attended by about thirty nurserymen, rejected "Standardized Plant Names" and adopted as official guides for the naming of plants "Hortus," by Dr. L. H. Bailey, and "Manual of Cultivated Trees and Shrubs," by Alfred Rehder.

The association reflected its officers, who are: D. Leslie Scott, Elmsford, president; Alfred E. Bahret, Poughkeepsie, vice-president; H. C. Taylor, Tarrytown, treasurer, and Peter J. van Melle, Poughkeepsie, secretary.

Dr. A. B. Buchholz, director of the state department of agriculture, discussed closer cooperation between the nursery industry and the department of agriculture and markets. The group also discussed closer cooperation among organizations within the state and with organizations in neighboring states.

Included in the Allied Retail Nurserymen's Association are the Westchester County Association of Retail Nurserymen, the Central Hudson Retail Nurserymen's Association and the Capitol District Nurserymen's Association.

Attending the meeting were representatives of the Long Island Nurserymen's Association, including H. A. Naldrett, president, and representatives of the New Jersey Association of Nurserymen.

#### THIS MONTH'S CONVENTIONS.

February 11, Wisconsin Nurserymen's Association, annual meeting, Republican hotel, Milwaukee, Wis.

February 12, Eastern Nurserymen's Association, annual meeting, Stacy-Trent hotel, Trenton, N. J.

February 13, New Jersey Association of Nurserymen, annual meeting, Stacy-Trent hotel, Trenton, N. J.

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Write for price list and send us your want list on any of the above items or for material now in demand for REFORESTATION—SOIL EROSION CONTROL—PARK and ROADSIDE PLANTINGS. We can furnish many items not usually offered in regular trade lists. Please give us a trial and be convinced.

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J. R. Boyd, President

McMinnville, Tennessee

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#### MARYLAND PLANS.

The executive committee of the Maryland Nurserymen's Association was entertained at luncheon by President Henry J. Hohman, at the Kingsville Inn, Kingsville, Md., January 14. Additional guests were R. Brooke Maxwell, landscape architect of the national flower and garden show, and Dr. Ernest N. Cory, Dr. George S. Langford and Prof. A. S. Thurston, of the University of Maryland.

Final plans were discussed for the 1,500-square foot garden terrace that is to be installed by the members of the association at the national flower show, at Baltimore, March 14 to 22. Members have donated the material, such as large pink and white dogwood, standard and weeping Japanese cherries, white and pink azaleas, etc.; other members will undertake the forcing of them, and those who have neither the material nor greenhouse space for forcing will donate the labor to install the exhibit.

W. C. Price, of Towson Nurseries, Inc., chairman of the nurserymen's committee for the flower show, has not been well since Christmas, and so it was decided to appoint J. J. Chisolm as assistant chairman to relieve Mr. Price of some of his duties.

It was reported that Dr. T. B. Symons and Dr. M. M. Shoemaker, of the University of Maryland, have been gathering data on the subject of grades and standards for nursery stock, and this information will be presented at the next regular meeting of the association.

Plans were discussed for the nurserymen's short course to be held at the University of Maryland, College Park, February 25 and 26. It was deemed most important that a speaker be obtained to talk on the proper construction and maintenance of lawns, as this type of work seems to cause more grief on landscape jobs than anything else. Prof. A. S. Thurston and J. J. Chisolm were selected as a committee to act on the short course.

A motion was carried that in the future no elective officer could succeed himself. It was also proposed that a motion

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be made at the next regular meeting to reduce the number of meetings a year from four to two.

Dr. George S. Langford, M. G. Coplen and J. J. Chisolm were named as a committee to prepare a quarterly pamphlet for the benefit of the association.

Dr. Ernest N. Cory spoke on the status of the funds of the state horticultural department. It is astounding that the department is expected to operate efficiently in 1936 on less money than it had available when it was founded, in 1898.

The regular meeting of the association will be held at College Park after the close of the nurserymen's short course.

J. J. Chisolm, Sec'y.

#### WISCONSIN PROGRAM.

The following program has been announced for the annual convention of the Wisconsin Nurserymen's Association, to be held at the Republican hotel, Milwaukee, February 11.

FEBRUARY 11, 9:30 A. M.

Executive meeting. (Open to members only.)  
Luncheon for nurserymen at Republican hotel. (Open to public.)

FEBRUARY 11, 1 P. M.

Annual address by the president, Thomas Pinney, Sturgeon Bay.

"How Plants Grow," by Prof. James G. Moore, University of Wisconsin.

"Roadside Beautification," by R. L. Williams, landscape engineer, Wisconsin state highway commission, Madison.

"Revitalisation of the American Association of Nurserymen," by President Miles Bryant, Princeton, Ill.

"Plant Testing in Wisconsin," by H. J. Rahm-low, secretary, Wisconsin Horticultural Society, Madison.

Unfinished business.

Adjournment.

The officers of the association are: President, Thomas S. Pinney, Sturgeon Bay; vice-president, Carl Junginger, Madison, and secretary-treasurer, M. C. Hepler, Pardeeville. The afternoon session is open to the public.

GUS ALSEN recently purchased the interest of his partner, Fred King, in the Fairfax Nursery, Fairfax, Cal. "Archie" Reynolds has been retained as manager.

# Joint Meeting at St. Joe

*Michigan and Indiana Associations Join  
in Annual Convention at Lakeside Resort*

The joint meeting of the Michigan Association of Nurserymen and the Indiana Nurserymen's Association, at the Whitecomb hotel, St. Joseph, Mich., January 17 and 18, attracted a considerable number of the trade from other states, who came on from the Chicago meeting. A fair number of Michigan nurserymen were in attendance, but not so many from Indiana as had been expected.

In his welcoming remarks, B. J. Greening, president of the Michigan association, emphasized the necessity of united action and the importance of organization. O. M. Hobbs, president of the Indiana association, supplemented those remarks with the statement that the members, not the officers, make a successful convention, and he urged full participation by those present.

The future of fruit growing was discussed by George Friday, a successful fruit grower operating 600 acres at Coloma, Mich.

He called attention to the definite relation between farm income and national income, whether high or low, declaring that no project like the A.A.A. was likely much to increase that proportion. Farmers and industrial workers fare well or ill together, in accordance with the changing times. Improvement in general business will aid the farmer, and the latter's increased purchasing power will lead to better demand for fruit trees, as already noted. Upon nurserymen he urged more careful budding from certified varieties, rather than the introduction of too many new ones.

The second speaker, Stanley Johnson, head of the experiment station at South Haven, told about the new varieties of fruits being tested at the station.

## Warns on Japanese Beetle.

In the afternoon, E. C. Mandenberg, head of the state nursery inspection service, told of the participation of five Michigan representatives in the conference at Washington on the Japanese beetle quarantine. He warned against that pest strongly, declaring it one of the most damaging that had ever come into this country. A few beetles were trapped in Detroit last year, and it is important to the nurserymen of the state that eradication measures be undertaken in that city.

Mr. Mandenberg called attention to a conference which will be held by the commission of agriculture, February 11, with the fruit growers and nurserymen of the state, to work out provisions for enforcing the law under the reduced appropriation from the legislature for this year's work.

President Greening lent emphasis to the remarks on the Japanese beetle, asserting that its eradication was important if a state quarantine was not to be incurred. He appointed a committee composed of Vice-president A. J. Stahelin, Secretary Ralph Coryell and R. Essig to draw up resolutions addressed to the mayor and council of the city of Detroit urging the necessity of eradication measures in that area. The reso-

lutions were presented and adopted at the Saturday morning session.

## Improving Sales.

At that final session an interesting discussion occurred on how nurserymen can improve sales. This was led by President Greening, who said that his firm, relying on agents in the past, had found their ability to secure orders diminishing. Whereas the nursery industry had relied upon agents in the past, now mail-order and direct sales were of increasing importance. That required the direction of more widespread publicity to the public and more effective advertising.

A. J. Stahelin, who operates one of the finest and most successful nursery sales grounds, stated that neatness and cleanliness were all-important, as the customer not only was attracted or repelled by appearances, but also judged the quality of stock he was likely to get by that which he saw in the sales grounds. On that account dead plants should be promptly removed and also those not thriving, so that the buyer will not see anything but successful plants.

He emphasized the importance of salesmen who were honest, intelligent, courteous and active. They should not be permitted to guarantee stock or make promises to customers about plants' performance. They should not attempt to give instructions as to planting and cultivation. Customers should be referred to the cashier's desk for a written form of guarantee and for printed cultural instructions; thus a great deal of the salesmen's time is saved. Thorough organization, active planting and ready service enable a nurseryman's sales yard to compete effectively against any type of competition.

Called upon by the chair to speak on this subject, F. R. Kilner, editor of The American Nurseryman, referred to the talks by advertising men at the Minnesota and Illinois meetings, from which one might infer that outsiders were more enthusiastic about nursery stock as copy than nurserymen themselves. A few outstanding catalogues and mailing pieces indicate that there is much more to be said about plants than the brief descriptions in most price lists. He, therefore, suggested that nurserymen engage merchandising counsel or an advertising agent to assist in the preparation of copy. Those who had not done much in this line before, he recommended, should proceed slowly, so that they may

be sure of returns in proportion to the expenditure and not become discouraged when a lavish outlay does not produce spectacular results. As the nurseryman knows his plants the best, he might well jot down what he would tell orally a customer about his items of stock and then let an advertising man arrange it in effective copy. Modest circulars so produced, or advertising in local newspapers at moderate cost, can be made to pay for themselves. With attention to the merchandising end of his business, the nurseryman can ultimately become as successful in that department as he has proved in the past in the production end.

Short remarks from visitors at a distance were interesting. John Holmason said he had no fruit tree seedlings to sell, but came from Portland, Ore., to pay his periodical visit to friends. George Verhalen assured nurserymen a good reception at the A.A.N. convention at Dallas, Tex., next summer. George Harris, of C. R. Burr & Co., Manchester, Conn., was from farthest east. Austin Boyd is a new traveler from Tennessee, of a well known family. Howard Chard and E. R. Coe were from Storrs & Harrison Co., Painesville, O. F. Dering, Scappoose, Ore., secretary of the Oregon Association of Nurserymen, mentioned the voluntary type of membership his organization will try this year. There were numerous other visitors.

Visitors saw the printing of horticultural catalogues by visiting the building of the A. B. Morse Co.

## Michigan Meeting.

A brief session was held by the Michigan Association of Nurserymen. President Greening was reelected, as was Secretary Coryell. John Schreiber, of Cutler & Downing Co., Benton Harbor, who headed the efficient entertainment committee, was elected vice-president. C. H. Burgess, Arthur H. Watson, Ralph Emlong and N. I. W. Kriek were chosen directors, in accordance with the recommendations of the nominating committee, consisting of R. Essig, Arthur H. Watson and John Schreiber.

It was voted to hold a joint meeting with the Indiana organization again in 1937. A summer gathering was favored, and an invitation was received from Holland, Mich.

In accepting the office of president for another year, B. J. Greening dwelt on the importance of a larger membership. And a motion by Arthur H. Watson was adopted to empower the executive committee to appoint a committee to secure additional members. O. M. Hobbs told of steps taken at Chicago toward the formation of a regional nurserymen's association in the central states, comprising Michigan, Indiana, Ohio, Illinois and Wisconsin. State associations will each appoint two representatives to meet

## CHINESE ELM SEEDLINGS APPLE & PEAR SEEDLINGS

We are exclusively wholesale growers, and specialize in contract growing. Let us grow items for you that can best be grown in our volcanic ash soil, where we have a long growing season and moisture under control. Send list of your present needs in Chinese Elm and Apple Seedlings for prompt shipment.

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## Rooted Cuttings Lining Out Stock

Large Assortment of  
Small Balled Stock

Write for catalogue

**SHERWOOD**  
NURSERY COMPANY  
141 S. E. 65th Ave., Portland, Ore.

## GRAFTED NUT TREES for Cold Climates

Chinese Chestnuts, blight resistant, swift growing, early bearing, good nuts. Wonderful for door-yards and orchards. Grafted trees 2 to 3 ft., \$1.00 each, \$10 per doz.; 3 to 4 ft., \$1.50 each, \$15 per doz.

Grafted Black Walnuts  
Grafted Hybrid Hickories  
Grafted Northern Pecans  
Grafted Northern Hiccons

All these nut trees are valuable for home grounds and estate drives. Write for prices on reasonable quantities.

**Sunny Ridge Nurseries**  
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## OVER SIXTY YEARS OF SEEDLING EXPERIENCE

Our crops of APPLE, CHERRY, PEAR and PLUM stocks are now being graded and are extra good.

Will gladly quote prices and send samples.

Also have splendid assortment of General Nursery Stock.  
Spring List ready; write for a copy.  
**LAKE'S SHENANDOAH NURSERIES**  
Shenandoah, Iowa.

## PRIVET and BERBERIS Splendid Stock

Write for Special Quotations

**LESTER C. LOVETT**

Milford Delaware



## EVERGREENS

For Seventy years growers of Quality Evergreens  
Lining Out Stock a Specialty  
Trade List Now Ready

**EVERGREEN NURSERY CO.**  
Established 1864 : STURGEON BAY, WIS.

## HILL'S EVERGREENS

Complete assortment of lining out sizes  
Also larger grades for landscaping  
Send for our wholesale catalogue

**D. HILL NURSERY CO.**  
EVERGREEN SPECIALISTS  
Largest Growers in America  
Box 402 DUNDEE, ILLINOIS

## Canterbury Boxwood

*Buxus suffruticosa* and *B. sempervirens*.  
Selected uniform plants; bushy and foliated to center; masses of fibrous roots. Finished specimens from 4 inches up, ready for quick shipments. Prices lower, plants larger. Ask for special list.  
**CANTERBURY NURSERIES, Inc., Box A, Easton, Md.**

at the Dallas convention to further the regional organization. The Michigan association empowered the president to appoint two representatives.

In order to effect a closer tie-up of association and publication, The American Nurseryman was voted the official organ of the state body, and its columns will be open to members for discussion of trade topics, as well as announcements of organization activities.

### Indiana Meeting.

A brief session was held of the Indiana Nurserymen's Association, at which it was voted to hold a summer meeting at Indianapolis. The officers were re-elected, consisting of O. M. Hobbs, president; Vernon Krider, vice-president; Lloyd Pottinger, secretary-treasurer, and D. M. Moyer, Laketon, and Merle Oesterlein, Indianapolis, as directors.

### OHIO ASSOCIATION MEETING.

The annual convention of the Ohio Nurserymen's Association, held at the Deshler-Wallick hotel, Columbus, January 23 and 24, overlapped one day with the nurserymen's conference at the university.

Lester C. Lovett, Little Silver, N. J., was not able to be present to report on the social security act as it affects nurserymen, but his successor as president of the American Association of Nurserymen, Miles W. Bryant, Princeton, Ill., said no ruling had yet been obtained as to the industry's classification under agricultural labor. Mr. Bryant, in his talk on "New Light on Nursery Organizations," told of the extent of organization interest among nurserymen, giving much the same information on the subject as he did at the Illinois meeting, reported in the preceding issue of The American Nurseryman.

The latest information on the Japanese beetle situation was given by J. S. Houser, state entomologist, who has worked hard to keep his state from being included in the quarantine zone on account of this pest.

Dr. L. C. Chadwick gave in his address on "New Varieties for Nurserymen" much the same material that he presented earlier on the university program.

### COLUMBUS LANDSCAPERS.

Prof. L. C. Chadwick, of the university, was honored at the January meeting of the Columbus Landscape Association by being elected president for the fourth consecutive year. The meeting was held at the Charminel hotel January 15. Other officers elected were: Vice-president, G. Walter Burwell; secretary, Aubrey De Graw, and treasurer, Frank L. Packard. Professor Chadwick gave an illustrated talk on "New and Better Woody Ornamental Plants" as the evening's feature.

### NEBRASKA OFFICERS.

Maurice N. Marshall, of Omaha, was elected president of the Nebraska Nurserymen's Association at its annual meeting, at Omaha, January 12. Other officers are: Guy Brown, Geneva, vice-president, and Ernest Herminghaus, Lincoln, secretary-treasurer.

20,000 CHERRY, Montmorency and Early Richmond, 2-year, XX and 1/2 inch.

5,000 SPIRÆA, Vanhouttei, 3 to 4 feet and 4 to 5 feet.

25,000 ELMS, American, Vase and Moline, transplanted, up to 4 inches.

10,000 MAPLE, Norway, transplanted, up to 2 1/2 inches.

2,000 ARBOR-VITÆ, Pyramidalis, up to 8 feet.

400 PINE, Mughe, from 2 to 4 feet.

1,000 SPRUCE, Norway, sheared, none better, 3 to 5 feet.

600 JUNIPER, Pfitzer's, 5 to 8 feet spread, beauties.

3,000 ARBOR-VITÆ, American, and RETINOSPORAS, 4 to 7 feet.

Send for list on many other items.

**C. M. HOBBS & SONS, Inc.**  
Bridgeport, Indiana  
Largest Nursery in Indiana. Established 1875.

## A. MCGILL & SON FAIRVIEW, OREGON

Wholesale Only

Our usual line of quality nursery stock, including Shade and Flowering Ornamental Trees and Specialties, Fruit Tree Seedlings and Roses.

Grown Right and Packed Right

A card will bring our list of items that will make you some money.

## Milton Nursery Co.

Milton, Oregon

Maple, in assortment for Parks, Cemeteries, Subdivisions and Landscape Work. Birch in variety, Hawthorn and other Ornamental and Shade Trees.

Seedlings, Fruit and Shade Trees, in assortment.

Ample and Complete Stocks.

Car lot shipments at reasonable freight rates.

## OREGON-GROWN ROSEBUSHES

Send for List

**PETERSON & DERING, Inc.**  
Wholesale Rose Growers  
SCAPPOOSE, OREGON

## C. R. BURR & CO., INC.

MANCHESTER, CONN.

HEAVY SURPLUS ON SOME ITEMS

Write for Low Prices

## Princeton Nurseries of PRINCETON, N. J.

SUPERIOR  
Hardy Ornamentals



# Pennsylvania Meeting

*Interesting Addresses Feature Sessions of  
Pennsylvania Nurserymen's Association*

The Pennsylvania Nurserymen's Association held its annual meeting at the Abraham Lincoln hotel, Reading, Pa., January 22 and 23, with President L. U. Strassburger, Philadelphia, presiding.

The opening session, with about fifty members present, was a sanguine one. President Strassburger's address and annual report contained a combination of idealistic and practical ideas, which were well received, and on motion a committee was appointed to endeavor to bring into being those ideas and recommendations which were propounded. The secretary-treasurer's report was also cheering, with no further assessments and taxations on the immediate horizon.

J. Howes Humphreys, Philadelphia, speaking for the legislative committee, bemoaned the political expediency whereby a thoroughly efficient and well versed staff of state nursery inspectors, who over a long period of years had served the nursery industry of Pennsylvania faithfully and efficiently, were removed and replaced by others. It is hoped that the same efficiency will continue with the new staff.

Professor Mehl, representing the Pennsylvania State College, spoke of its research activities, especially respecting propagation of woody ornamentals, fertilization and its effect on roses and the relative hardness of plants at State College. An invitation was extended by the speaker that the summer meeting of the association be held at State College. The offer was held under advisement.

Robert Pyle, chairman of the revitalization committee of the A.A.N., reviewed the Surtees plan in an elaborate and masterful way. After a vigorous discussion from the floor, a resolution was unanimously carried that the Surtees plan be rejected, the statement being made that while the plan contains some admirable points, it appears, on the surface, far too dictatorial for the association to approve. A more equitable plan is being evolved, and when it is formally announced it will, the association feels, prove acceptable to all nurserymen in the eastern territory.

The "bull" session, after the dinner at 7 p. m., was, as usual, a lively, interesting and informative one.

The feature of the evening's program was a sales and merchandising forum, conducted by John R. Hartman, registrar and instructor of salesmanship, and Milton B. Herr, instructor of retail advertising and salesmanship, at the Charles Morris Price School of Advertising and Journalism in Philadelphia. Mr. Strassburger introduced the speakers.

Thursday morning's session, January 23, was one of relaxation for the officers and members, while Edwin Matthews, of the Outdoor Arts Co., Philadelphia, and A. E. Wohlert, of the Garden Nurseries, Narberth, Pa., presented talks in interesting fashion.

Illustrating and augmenting his talk with about fifty colored stereopticon

slides of old and new berried plants, Mr. Matthews stressed a freer use of ornamental fruiting plants, which he stated have gained in popularity by leaps and bounds during the past few years. There are two outstanding reasons for their popularity, he said: First, the warmth of color they produce in landscape plantings at a time when there is ordinarily a dearth of color and blooms and, second, their value in providing provender for bird life, birds being one of nature's agencies for keeping in check injurious insect invasions. Growers should, he said, provide food and sanctuary for these birds, so they will stay about.

The second speaker, A. E. Wohlert, whose nurseries at Narberth, Pa., are famed for the best in flowering trees, gave word pictures of the best forms and varieties of ornamental crab apples, cherries, plums, peaches and magnolias. Interesting were the remarks on meeting the demand for small plants of the flowering peaches and plums in pots, having them in bloom away ahead of their regular flowering season. This, he said, could also apply to small potted wisterias, whose charm is recognized by every flower lover.

At the afternoon session, a brief but interesting talk by Prof. M. S. McDowell, who has charge of the extension work at the Pennsylvania State College, gave the evolution of the department from early times and showed what it now means to the rural population of the sixty-seven counties of the state.

Director Bell, representing the state department of agriculture, gave helpful information that led the members to believe that his department has a sincere desire to protect the best interests of the Pennsylvania nursery industry.

## Election.

The nominating committee presented the following slate for elective positions, to serve for the ensuing year: President, Conrad Albrecht, of Albrecht Nurseries, Inc., Narberth, Pa.; Vice-president, Rhea Elliott, of the Elliott Nursery Co., Pittsburgh, Pa.; secretary-treasurer, Albert F. Meehan, of the Thomas B. Meehan Co., Dresher, Pa., and executive committee, Charles Hetz, Fairview; David S. Herr, Lancaster; Robert Doyle, Berwyn; A. J. Rasazza,

## AMERICAN NURSERYMAN

West Grove, and L. U. Strassburger, Philadelphia. All were unanimously elected, and after the new president had been installed with proper honors, the meeting was adjourned.

Edwin Matthews.

## TENNESSEE CONVENTION.

The convention of the Tennessee State Nurserymen's Association held at Knoxville January 21 to 23 was the best in the thirty-one years the association has been in existence, according to G. M. Bentley, who has been secretary all of that time. The attendance was splendid, and the papers and discussions were most interesting. The sight-seeing trip to the Norris dam was enjoyed, as the weather was warm and sunshiny, whereas the following day was quite cold.

President Richard H. Jones was re-elected, as was the secretary-treasurer, G. M. Bentley. David Cartwright, Collierville, was chosen vice-president, and T. N. Nicholson, Decherd, and F. C. Boyd, McMinnville, were elected to the executive committee. The next convention will be held at Nashville, January, 1937, when the legislature is in session.

In his address as president, Richard H. Jones declared that the future of the industry depends upon the ability to grow good stock and to educate the public to appreciate superior quality and varieties.

Harry Nicholson, of the Commercial Nursery Co., Decherd, talked on the outlook from the fruit growers' standpoint, while Owen Wood, of the Wood-Howell Nurseries, Bristol, Va., spoke from the ornamental growers' standpoint. E. E. Chattin, of the Southern Nursery & Landscape Co., Winchester, talked on the apple seedling problem. Prof. G. C. Starcher, consulting horticulturist, Prattville, Ala., pungently presented timely suggestions for nurserymen from his practical experiences.

The program on the second morning was given over to a clinic for nurserymen, at which various phases of culture, propagation, plant disease and insect control were discussed by members of the state agricultural experiment station staff. In the afternoon, individuals outside the industry, representing state bureaus, garden clubs and the like, spoke on topics interesting nurserymen.

An important talk was that of Lee McClain, of the Washington Heights Nurseries, Knoxville, on the trucking of uninspected nursery stock. He said that the laws on the statute books would prevent this if properly enforced.

## MAGNOLIA Soulangiana

Own roots, in 3-inch pot, two and three years old, 12 to 18-inch plants at:

Each	Per 10	Per 100
25c	\$2.00	\$15.00

Larger quantity on application. We also have many other kinds of *Magnolia*, *Ilex* and lining-out size Evergreens of all kinds. Write for wholesale catalogue.

**T. KIYONO, Crichton, Ala.**

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**TREE SEEDS****— All Kinds —**Chinese Elm Seedlings  
for spring shipment**The Barteldes Seed Co.**

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**PEACH**We offer an excellent stock of 1 Yr.  
11/16. Peach in the following varieties  
at 25c.

Alton	Hale
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10% discount on car lots.

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Waynesboro, Va.

**BOXWOOD****Buxus Suffruticosa**

10 to 12 x 7 to 9 ins.

12 to 15 x 9 to 11 ins.

Let us quote you.

**GOLDSBORO NURSERY**  
Goldsboro, N. C.**PIN OAKS****SUGAR AND NORWAY MAPLES****ILEX CRENATA**

GENERAL LINE PRICED TO SELL

**The Howard-Hickory Co.**

Hickory, N. C.

**PEACH PITS**OUR PITS COMPARE FAVORABLY  
WITH THE BEST**HOGANSVILLE NURSERIES**

Hogansville, Georgia

**CHINESE ELM SEED**Place your order early for our locally  
gathered, hardy North China strain of  
seed. Delivery usually early March.**WASHINGTON NURSERIES**

Toppenish, Wash.

**SEEDLINGS**Red Oak, Sugar and Red Maple,  
Paper, Gray, Spice and Yellow Birch,  
Shrubs and Evergreens

Catalogue on request

**L. E. Williams Nursery Co.**  
Exeter, N. H.**NORTH CAROLINA MEETING.**

The midwinter meeting of the North Carolina Association of Nurserymen opened January 22 at the Robert E. Lee hotel, Winston-Salem, with over fifty nurserymen present. Vice-president L. R. Casey, Goldsboro, called the meeting to order in the absence of President M. L. Harkey, Charlotte.

In his talk on "Clean-up Day for Nurserymen," J. Y. Killian, Newton, urged propagation of up-to-date varieties. These, he said, should take the place of cull stock and unsightly surplus that inevitably remain in a nursery when the better stock is sold or removed.

D. Boet, Castle Hayne, told of "The Outdoor Cut Flower and Bulb Industry in North Carolina." He said that from New Hanover county and vicinity twenty-five million cut blooms are shipped annually from January to March.

Planting of schoolhouse grounds and roadsides was urged by Mrs. J. Wesley Taylor, Greensboro, past president of the North Carolina Garden Clubs.

Prof. Robert Schmidt, of State College, Raleigh, described the introduction of plants and shrubs for observation by the United States Department of Agriculture. Dr. R. F. Poole, plant pathologist at State College, spoke on plant diseases in the nursery.

C. H. Flory, chief forester of the soil conservation service, High Point, speaking on the soil planting program, said that the service had planted two million plants and shrubs in the piedmont section and ten million are to be planted this winter, largely by C.C.C. workers. The plants include fifty different species of shrubs and twenty-two of trees. He stated 240,000,000 plants are to be grown in government nurseries for planting in the next few years, to be set in dry gullies, on eroded hillsides and in arid fields. Planting by the soil conservation service should bring greater public appreciation of shrubs and stimulate the desire for increased private planting, he declared.

**ARKANSAS ELECTION.**

To revive the interest in the Arkansas Nurserymen's Association, the newly elected secretary-treasurer, G. C. Watkins, has sent a printed letter to every nurseryman in the state telling of the annual meeting, December 19, when a small group gathered around a big table in the city council at Rogers, Ark., and "talked turkey" about the problems of the industry.

Officers elected were: President, Carl Tromble; vice-president, Hugh D. Britt; secretary-treasurer, G. C. Watkins. Dr. W. M. Moberly was elected a member of the state plant board. The executive committee consists of the officers and also E. L. Ballard, T. L. Jacobs and Lawrence Murray. The next annual meeting will be held at Fayetteville, December 19, 1936.

A legislative committee was chosen, composed of T. L. Jacobs, Carl Tromble, Hugh D. Britt and Dr. W. M. Moberly.

Membership dues are set at the low figure of 50 cents per year, and further official communications will be mailed only to those whose dues are paid.

**RHODODENDRONS  
HEMLOCKS AZALEAS****KALMIA latifolia****ABIES Fraseri**

and other native plants both nursery grown and collected.

Price list mailed on request.

**ANTHONY LAKE NURSERY**

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**Certified Raspberry Plants****200,000 NEWBURGH****25,000 EARLY JUNE**Latham, Chief, Herbert, Cuthbert, Viking,  
St. Regis, Columbian, etc.

Quality stock. Attractively priced.

**BERT BAKER, Hoosick Falls, N. Y.****Latham and Chief  
RASPBERRIES**

"Mosaic-Free" Plants - Good Roots

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**BLACKBERRIES**

We have a surplus of 100,000 Eldorado  
Blackberry root cutting plants this season which we are offering at exceptionally low prices. Get our prices now.

**Strawberry Plants****A. W. Krieger**Bridgman  
Michigan**LINING OUT STOCK****Evergreens, Shrubs,****Trees, Vines**

Write for List

**HILL TOP NURSERIES**

Casstown, Ohio

**Small Fruit Plants****Evergreens — Shrubs****Lining-out Stock**

Send for Complete Trade List

**SCARFF'S NURSERIES**

New Carlisle, O.

**GENERAL NURSERY STOCK****Specimen and Lining-out****FAIRVIEW EVERGREEN NURSERIES**

Fairview, Erie Co., Pa.

**E. W. Townsend & Sons Nurseries**  
Salisbury, Maryland

# Bay State Convention

**Government Activities Form Topic of Discussion at Meeting of Massachusetts Nurserymen's Association**

The annual meeting of the Massachusetts Nurserymen's Association was held January 14 at the Hotel Statler, Boston, Mass., with an excellent attendance. President William N. Craig, in the course of his address, stated that business in 1935 was better than in the year previous and that in spite of 1936 being an election year, there would be a moderate increase shown. Among his other comments were the following: 1935 had been a good growing year, but too dry in the fall for trade in woody plants. Price cutting persists and will continue so long as large unwanted stocks are available. Wayside trading posts are becoming really attractive, in many cases, and move much stock to beginners in gardening.

Last year an appropriation from the state legislature made it possible to start a nursery practice department at the market garden field station of the Massachusetts State College, in Waltham, and nursery interests were especially fortunate in having Prof. George Graves assume charge of this. Its institution should mean much to nurserymen and amateur gardeners. More well directed publicity is what a great number of nurserymen sorely need. No matter whether it be in newspapers or magazines, over the radio or through price lists or exhibitions, publicity is the spark plug of business and without it trade will languish.

Governmental competition in growing nursery stock is a menace and grossly unfair to the taxpayers. General confidence is still lacking, and until it arrives trade will lag. Sound money and a balanced budget are requirements for better trade. Building of homes continues to lag. An increase in home building would have a marked influence for good on the nursery trade. Growers should stick to their list prices, season their offerings with a moderate number of novelties, keep their grounds neat and elevate their standards of merchandising if they are not to sink deeper into the mire.

## Reviews History of Trade.

Prof. George Graves gave a splendid address, reviewing the nursery business over the past fifty years, showing its evolution, strong points, weaknesses and vagaries. He made many helpful suggestions and felt that with the cooperation of the members the new department could be made a power for good for both the growers and the amateur buyers of plant material. A comprehensive collection of hardy perennials, correctly named, was one thing he had in mind; already about 1,300 varieties are possessed. He was cordially thanked for his inspiring talk.

Harlan P. Kelsey, East Boxford, speaking for the special committee appointed on legislative matters at the last executive committee meeting, reported on what had been done toward limiting and, it was hoped, eventually killing state nurseries and the selling of their products to the public. This committee consists of H. P. Kelsey; Donald D.

Wyman, North Abington, and Louis A. Reardon, North Abington. The last-named also made an excellent report on state nursery operations. It was reported that a bill had already been filed in the legislature on behalf of the association and it was urged that there be a strong representation when a hearing on the same was called. J. J. McManmon and others spoke at some length on this subject. There was a full attendance when lunch was served at 1:45 p. m.

William H. Judd, of the Arnold Arboretum, Jamaica Plain, was principal speaker at the afternoon session and talked at some length on nurseries visited in Europe last summer.

Resolutions of sympathy were adopted on the death of W. H. Wyman, one of the first members of the association.

## Election.

The nominating committee presented the following list of names: President, William N. Craig (third term); vice-president, F. H. McManmon; secretary-treasurer, W. H. Thurlow, West Newbury, and executive committee, Peter Mezitt, Weston; James Farinetti; F. D. Godwin, and H. C. Barrows, North Wilmington. This list was elected by the casting of one ballot. A suggestion to have the next meeting in Worcester in 1937 found little support. A talk on "Savings Bank Life Insurance," by Deputy State Commissioner Judd Dewey, was listened to with the closest attention and made a decided impression on many of the members; while the policies issued are limited in size, the rates are much lower than those of the old-line companies.

FUNERAL services for Charles Black, nurseryman of Hightstown, N. J., were held January 19. Mr. Black, who was 92 years old, died January 17.

## HARDY PERENNIALS

Send for Toole's Trade List of Twenty-five New, Unusual or Little Known Perennials and Rock Garden Plants.

Potted plants at prices that make a trial planting inexpensive.

W. A. TOOLE, of Garry-nee-Dule Baraboo, Wis.

## SEEDS OF RARE PLANTS

### Unique Catalogue Ready

Descriptions of more than 2000 unusual and distinctive kinds for rock garden, border or greenhouse. Gives needs, uses, seasons, heights, etc. A work of reference. Write Dept. 52 for your copy.

REX. D. PEARCE, Merchantville, N. J.

## TREE PEONIES

Flow. Crabapples - Jap. Cherries  
French Lilacs - Fine Evergreens

Ask for List of Specialists

The Cottage Gardens  
Lansing, Michigan

## AMERICAN NURSERYMAN

### ILLINOIS NURSERYMEN MEET.

#### Thursday's Program.

The second day's session of the Illinois State Nurserymen's Association, January 16, drew an even larger attendance than the preceding one, reported fully in the last issue of *The American Nurseryman*.

The second day's program opened with a luncheon in the Hangar room at the top of the La Salle hotel, featured by an address by Dr. Preston Bradley, introduced by William Beaudry. Dr. Bradley termed nurserymen fortunate in being able to combine business with the pleasure of producing beauty and enjoyment. He termed the luckiest man one who is in love with his work, as he is. For the solution of present-day problems he recommended simple honesty and what was once termed good common horse sense.

Curiously, in his address on sales problems, which followed, L. E. Frailley, editorial director of the Dartnell Publications, declared that the man who is not enthusiastic about his occupation or his business connection should get out of it. He emphasized service to customers and the cultivation of a friendly attitude. Declaring that nurserymen have the products to sell which can be given interest and glamor in sales talk, whether by letter, circular or person, he recommended that nurserymen put more effort on this phase of their business.

An illustrated talk on "New and

## HEALTHY ROOT DEVELOPMENT

YOU can get better results with Evergreens, Shrubs, and Perennials of all sorts, if they are planted in a properly conditioned soil.

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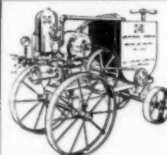
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Better Ornamental Woody Plants for Nurserymen and Landscape Gardeners," by Dr. L. C. Chadwick, of Ohio State University, showed in stereopticon slides many of the subjects concerning which he has written in his articles for *The American Nurseryman*.

### Clavey Re-elected.

In the brief executive session at the close, President Elmer L. Clavey, Deerfield, was re-elected to office; Arthur H. Hill, Dundee, was chosen vice-president; Ernest Kruse, Wheeling, was re-elected treasurer, and Arthur Schroeder, Morton Grove, was elected director. The report of the nominating committee was presented by Henry Bock.

Through the efforts of Arthur Hill, chairman of the legislative committee, the present motor vehicle act may be amended so as to allow the moving of large trees without special permit. It was announced that the bill had passed the legislature and is now before the governor for signature.

William A. Beaudry, chairman of the committee on the garden club show at Chicago, urged nurserymen to contribute, particularly new introductions, to the largest space the association will have at the show to be held March 21 to 29 this year. Twelve members of the association contributed materials last year, and a much larger area has been allotted for the coming exhibition. Announcement of details will be sent members shortly.

### Highway Planting.

One of the high lights of the meeting was a conference, in the morning, of the state nurserymen with Albion Gries, landscape engineer of the state division of highways. A full mimeographed explanation was provided nurserymen regarding the specifications for furnishing and delivering nursery-grown plant material for use in roadside plantings.

Blooms of the Sterling rose, greenhouse-grown, were exhibited by George F. Verhalen, who is producing stock of this new variety at the Verhalen Nurseries, Scottsville, Tex.

This year's meeting was one of the best attended in recent years, and a large volume of business was transacted by the wholesalers. Many of them were deleting many items from their stock lists, and most gave glowing predictions as to the outlook for business the coming spring.

### OBITUARY.

#### Harry T. Kadlec.

After an illness of four weeks, Harry T. Kadlec, nurseryman of Niles Center and Evanston, Ill., died at the Evanston hospital January 14, aged 48 years.

Mr. Kadlec was born in Chicago, a son of Mr. and Mrs. Frank Kadlec, the father being an Evanston nurseryman, whose business was continued by the younger man. Mr. Kadlec was a member of the Evanston Elks' lodge, No. 1316, which had charge of the funeral services at Scott's chapel January 16, and a trustee of the Indian Boundary Gun Club. Burial was in Memorial park.

Mr. Kadlec is survived by his widow, Harriet, to whom he was married in 1915, and two daughters.

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## OKLAHOMA SHOWS GAIN.

## Big Membership Increase.

The Oklahoma State Nurserymen's Association held its fifteenth annual meeting at the Huckins hotel, Oklahoma City, January 15. Early registration gave an increase in membership of fifty per cent above last year's.

Donald Gordon, superintendent of Oklahoma City parks, made the welcoming address. He assured the nurserymen that he was familiar with their problems in handling nursery stock and was convinced that the more a high standard can be maintained the better it will be for nurserymen and consumers both.

T. A. Milstead, Shawnee, responded to the address of welcome. He said that he had learned to look on Oklahoma City as a big sister city. He had watched with pride her development along many lines. The park growth of Oklahoma City is a source of interest to her neighbors.

Vice-president V. E. Bryan was called to the chair while the president, W. E. Rey, made the annual address. Mr. Rey said: "As a parting message to the nurserymen, there are three words that I shall use as my subject. These are faith, confidence and hope. In going through life we must have faith in our country, our government, our state and citizenship. Without this we cannot make progress. We should go forward with confidence, putting our best into our work and expecting the best of the other fellow. Last is the hope that sustains us all, not merely that we have lived our own lives well, but that we have been useful and done our bit toward leaving something for posterity."

Dan Hogan, Oklahoma City banker, talked in an interesting way about the financial condition of the country.

W. T. Fain, in discussing the growth of pears in Oklahoma, called attention to the fact that even though a number of varieties are sometimes killed by frost, the crops are so abundant when they do bear that the pear is one of the valuable fruits for Oklahoma. Progress is being made in selecting frost-proof varieties. He mentioned the Douglas pear as being highly satisfactory, having the advantage of bearing fruit on very young trees and being comparatively free from blight.

N. D. Woods, who discussed landscaping of larger homes, said the first things to consider are the kinds of soil and the topography of the land, being careful to preserve the natural beauty. Much better results can be had if the landscape man can be on the job before the buildings and drives are completed, he asserted.

The discussion on the best varieties of apricots was led by C. E. Garee, and

it was found that a number of the nurserymen have placed in their lists apricots that they believe are frost-resistant.

Ross R. Wolfe, Stephenville, Tex., told how to increase nursery sales. He said that in the nursery business, as in all others, honesty of stock and fair dealings are the main factors. Making and keeping the nursery attractive, displaying the stock well and growing good stock bring customers.

J. Frank Sneed reported on the outlook of fruit nursery stock. From information gathered from the leading growers of the United States, he thinks there is nothing to indicate that there will be much change in amount or prices of nursery stock for another year.

## Horticultural Opportunities in State.

Horticultural opportunities in Oklahoma were discussed by Prof. Frank B. Cross, Dr. I. C. Haut and Prof. D. C. Mooring, of A. & M. College, Stillwater. Professor Cross said that the number of orchards in Oklahoma is far below what there should be. Oklahoma could supply its own fruit if enough orchards were planted and cared for, but instead of that its citizens are heavy fruit buyers from other states. Dr. Haut told of the excellent opportunities for berries and small fruits, mentioning as one advantage these have over larger trees that they are comparatively free from injurious insects. He displayed cans of boysenberries and youngberries which had been canned by the berry growers in handling their surplus crops. Since berries can be canned so easily, he thinks this should give confidence to the planters that they will be able to market all they will produce. Professor Mooring said that a closer relation between the nurserymen and organized clubs and county agents would result in more extensive plantings in the state. He believes that Oklahoma nurserymen do not get their catalogues in the hands of enough Oklahoma people.

R. E. Montgomery, state nursery inspector, explained the new nursery law.

It was decided to hold the summer meeting at Dallas, Tex., in July, at the same time the A. A. N. meets there.

## Officers Elected.

The following officers were unanimously elected: President, J. E. Conard, Stigler; vice-president, V. E. Bryan, Oklahoma City; secretary-treasurer, Mrs. Jim Parker, Tecumseh; executive committee, C. E. Garee, J. Frank Sneed, V. E. Bryan, J. F. Semtner and T. A. Milstead; vigilante committee, Jim Parker, C. Y. Higdon, W. E. Rey, Eugene Woerz and J. A. Maddox.

Mrs. Jim Parker, Sec'y.

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The Lissadell list of 1935 harvested alpine and herbaceous seeds has now been posted to customers. Further copies are available for those who write.

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